

Message Text

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11

ORIGIN EA-09

INFO OCT-01 ISO-00 FEA-01 ERDA-05 AID-05 CEA-01 CIAE-00

CIEP-01 COME-00 DODE-00 EB-07 FPC-01 H-02 INR-07

INT-05 L-03 NSAE-00 NSC-05 OMB-01 PM-04 USIA-06

SAM-01 OES-06 SP-02 SS-15 STR-04 TRSE-00 ACDA-07 /099 R

DRAFTED BY EA/IMS:WSSHEPARD:CCH

APPROVED BY EA - MR. EDMOND

EA/EP - MR. GEBER

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R 100028Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY KUALA LUMPUR

C O N F I D E N T I A L STATE 197489

E.O. 11652: GDS

TAGS: ENRG, MY

SUBJECT: PETROLEUM: EXXON DISCUSSES PETROLEUM NEGOTIATIONS
WITH PRIME MINISTER

REF: KUALA LUMPUR 4379

1. EXXON HAS TOLD US THAT AFTER THEIR PRIVATE MEETING
WITH PRIME MINISTER HUSSEIN (REFTEL), THE FOLLOW-UP DIS-
CUSSIONS WITH PETRONAS OFFICIALS HELD JULY 30 WERE VERY
DISAPPOINTING. EXXON CLAIMS TO HAVE TABLED A NEW DETAILED
COUNTERPROPOSAL, THE PRODUCT OF SEVERAL MONTHS OF WORK,
AND "FULLY SUPPORTED BY DATA". THIS COUNTERPROPOSAL WAS,
THEY SAY, PEREMPTORILY REJECTED IN TOTO, AND PETRONAS
NEGOTIATORS WERE "EVEN MORE DOGMATIC" THAN THEY HAD BEEN
PRIOR TO THE EXXON MEETING WITH PRIME MINISTER HUSSEIN.

2. EXXON SAYS THEY ARE AT A LOSS TO EXPLAIN THIS
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APPARENT HARDENING OF THE GOM BARGAINING STANCE, AND

WONDER WHETHER THIS MAY REFLECT SOME FALLING OUT BETWEEN
RAZALEIGH AND THE PRIME MINISTER. THEY ADD THAT A WRITTEN
EXPOSITION OF THEIR POSITION, INCLUDING A CHRONOLOGY
OF THE BARGAINING TO DATE, HAS BEEN DELIVERED TO THE GOM,
WITH COPY TO THE EMBASSY.

3. REQUEST YOUR ASSESSMENT OF CURRENT BARGAINING ROUND,
IN LIGHT OF THESE EVENTS. ROBINSON

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NNN

Message Attributes

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TAGS: ENRG, MY, US, EXXON
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